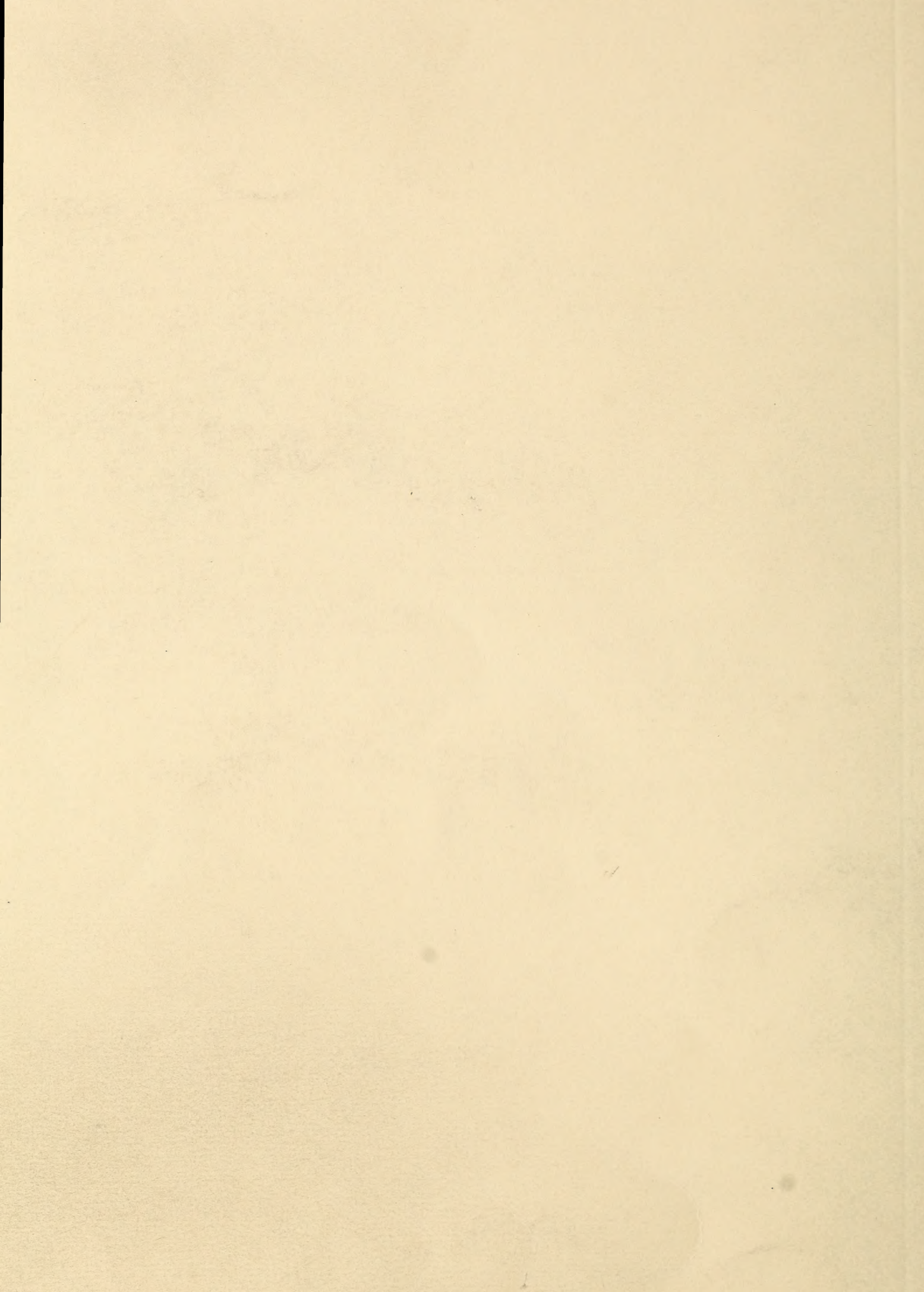


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**Do not assume content reflects current  
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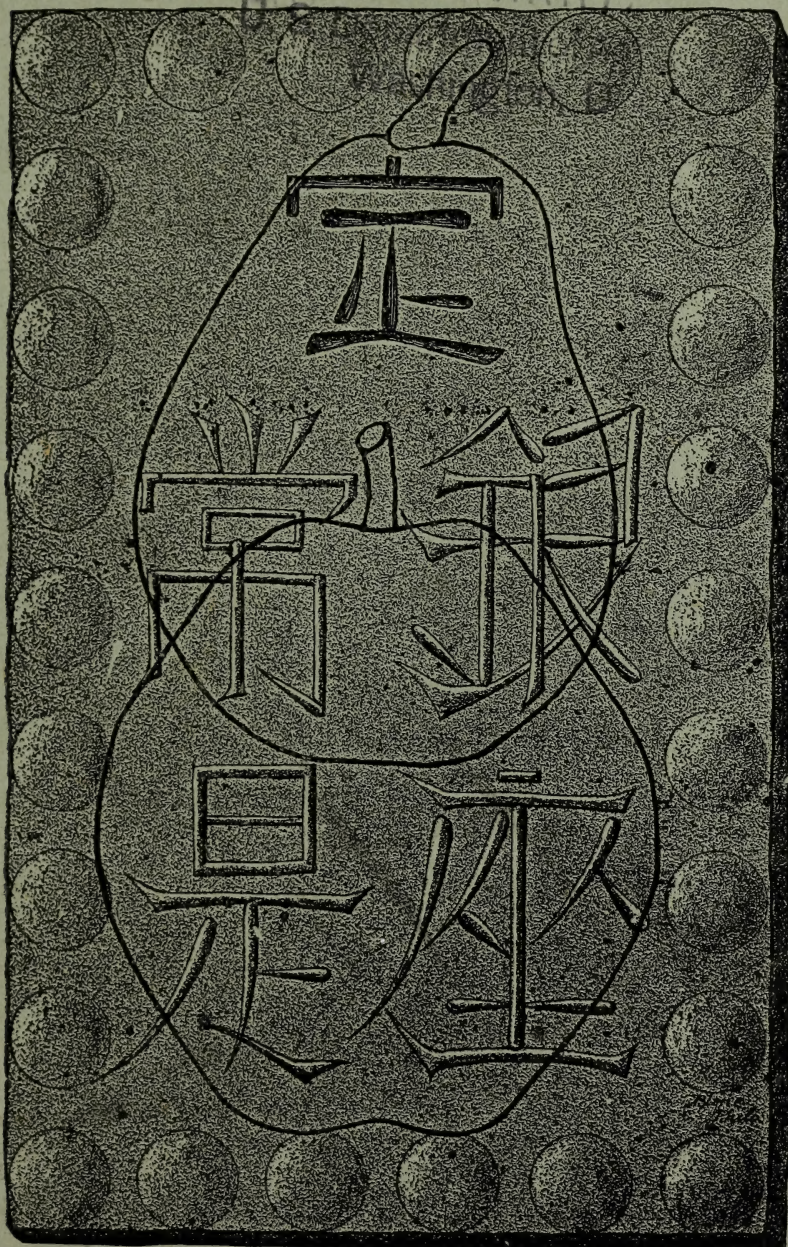
HEIKES--HUNTSVILLE-TREES.

# The Huntsville Wholesale Nurseries.

FEBRUARY

Huntsville, Ala.

1910



FOR THE TRADE ONLY



## Special Mention.

**ROSES.** We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page six covers all shades of color from white to the darkest crimson. We have discontinued growing roses at Biloxi, Miss., as we find we can produce a much healthier, handsomer plant at Huntsville. Our present crop is grown at Huntsville, and we guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

**PEARS--Bartlett.** Of these we have a large stock of one year buds, and they are the finest we ever grew. They are as straight as an arrow and will run 5 to 6 feet. They are grown on the highest grade of French stocks and the roots are as nearly perfect as it is possible produce.

**APEX.** Ripens at the same time as Alexander, than which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality—one of the best early market varieties. It fruited with us this year, ripening two or three days later than Arp Beauty. Freestone, but, like all other extra early peaches, the flesh clings to the stone.

**DR. BURTON.** Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

**MUNSON'S CLING.** A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

**MUNSON'S FREE.** Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

**REX.** A seedling of Elberta, ripening about a month later. The variety in size, color of skin, and flesh is very much like Elberta.

**OCTOBEL (Bell's October).** Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Tiebout, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.



# The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER

References: W. R. Rison Banking Company, Huntsville, Ala., and the  
Mercantile Agencies.

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FALL OF 1909 AND SPRING OF 1910.

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## HEIKES HUNTSVILLE TREES.

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FEBRUARY, 1910.

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Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

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## Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

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## Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Tyler, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR TYLER, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.



For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 1000 rates.

The pears we offer are all worked on French Pear Seedlings 7-12 mm. branched roots. Kieffer from grafts, as well as other varieties from buds, grow up tall and straight in one year of sufficient height to cut back to the proper height to form heads for two year old trees.

### KIEFFER, Magnolia and Japan Golden Russet Pears—Two Years.

GRAFTED PEARS.	Fodder.		Folder.		Follow.		Fondle.		Foolish.		Forage		Fory.	
	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft	2 to 3 ft
Two Years	¾ to 1 in.	¾ to ¾	9-16 to ¾	1½ to 9-16	7-16 to ¾									
On French Seedl'gs	Pr M \$100	Per M \$85	Per M \$70	Per M \$60	Per M \$50	Pr M \$40	Per M \$30							
Kieffer		900	740								900		120	
Magnolia 3 years	5000	2000												

MAGNOLIA THREE YEAR OLD—The limbs and top of these were pruned back last Spring, leaving short stubs to form the new top. The tops are well shaped and the trees are in every way first-class. The digger was not run under these trees. Will make special prices on these Magnolias.

### KIEFFER, Magnolia, Japan Golden Russet and Garber Pears—One Year.

	CIPHER.	Per 1000
One year, 5 to 6 feet, not branched	Fabric	
One year, 4 to 5 feet, not branched	Fable	
One year, 3 to 4 feet, not branched	Farmer	
One year, 2½ to 3 feet, not branched	Farther	
One year, 2 to 2½ feet, not branched	Fashion	
One year, 1 to 2 feet, not branched	Fathom	
		Prices on Application.

### Standard Pears--Two Years, Budded on French Pear Seedlings.

PEARS, Standard.	Feather		Feeble		Fellow		Felon		Festal		Fetter	
	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft	3½ to 4½ ft	3 to 4 ft	3½ to 4½ ft	3 to 4 ft	3½ to 4½ ft	3 to 4 ft
Two Years.	¾ to 1 in.	¾ to ¾	9-16 to ¾	1½ to 9-16	7-16 to ¾							
Budded.	Pr M \$100	Per M \$85	Per M \$70	Per M \$60	Pr M \$50	Pr M \$40						
Koonce		670	770	40	400	440						
Early Harvest												
Duchess	1700	2980	1800	1000	430	300						
Clapp's Favorite		630	1080	840	400	360						
Wilder		110	130	110	190	200						
Lawrence		360	330	260	100	60						

### BARTLETT PEARS. One Year. Budded on French Pear Seedlings.

	CIPHER	Per 1000
One year, 5 to 6 feet, branched	Fossil	\$115 00

We have about 30,000 Bartletts 1 year 5 to 6 feet still unsold. This is a much less number than we expected to have at this time owing to our large stock of that variety this season. The demand for Bartlett has exceeded our expectations and prospects for more sales of what we have left in 5 to 6 feet Bartlett are promising. Orders will have to be accepted in the order received as long our stock lasts. If in need better notify us upon receipt of this, when we will let you know promptly what we will be able to do for you.

## PRIVET.

### AMOOR RIVER PRIVET. The Best Strain. More Nearly Evergreen Than Any Other Strain.

	CIPHER	Pex 1000
One year, 3 to 4 feet, well branched	Purge	\$85 00
One year, 2 to 3 feet, well branched	Purify	50 00
One year, 18 to 24 inches, well branched	Purist	30 00
One year, 12 to 18 inches, slightly branched	Purl	25 00

### Unsolicited Testimonials.

KANSAS, Jan. 6, 1910—"The sample roses received in due time and are very fine."

NEW YORK, Dec. 30, 1909—"Your roses have been received in good condition and they are certainly a fine lot of plants: we congratulate you on them."

IOWA, Dec. 22, 1909—"The sample of roses are at hand, and we are glad to report that we find them very satisfactory."

OKLAHOMA, Dec. 21, 1909—"We have the sample of roses and must say they are very fine plants."

UTAH, Dec. 16, 1909—"Replying to yours of the 10th. Trees arrived alright without any frost whatever and were in splendid shape."



## PEACH TREES--On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees	On Peach.							
	One Year, 6 to 8 ft.	One Year, 5 to 6 ft.	One Year, 4 to 6 ft.	One Year, 4 to 5 ft.	One Year, 3½ to 4½ ft.	One Year, 3 to 4 feet	One Year, 2 to 3 ft.	One Year, 1 to 2 ft.
On Peach	¾ & up	¾ to ¾	¾ to ¾	¾ to ¾	¾ to ¾	¾ to ¾	¾ to ¾	¾ to ¾
Peach Stock	Pr M \$85	Pr M \$85	Pr M \$70	Pr M \$80	Pr M \$50	Per M \$35	Per M \$25	Per M \$15
Apex.....	...	...	...	...	...	200	...	...
Alexander.....	...	...	...	...	...	...	...	...
Arp Beauty.....	...	...	...	...	...	...	...	...
Beers Smock.....	...	...	...	...	...	...	...	...
Belle of Ga.....	...	...	...	...	...	...	...	...
Bequet's Free.....	...	...	...	...	...	...	...	...
Carman.....	...	...	...	...	...	...	...	...
Capt. Ede.....	...	...	...	...	...	...	...	...
Crawford's Late..	100	100	...	...	...	...	...	...
Champion.....	...	...	...	...	...	...	...	60
Chair's Choice.....	...	...	...	...	...	...	...	...
Dulce.....	...	...	100	10	30	40	...	...
Dr. Burton.....	40	...	40	...	...	...	...	...
Elberta.....	...	...	...	...	...	...	...	...
Globe.....	...	...	...	...	70	50	...	...
Greensboro.....	1320	...	...	...	...	...	...	...
Heath Cling.....	30	...	...	...	...	...	...	...
Hiley (Ea. Belle)...	...	...	20	30	50	...	20	...
Henrietta.....	...	...	...	...	...	...	...	...
Krummel's Late..	...	...	...	...	...	...	...	...
Lovell.....	5	20	110	130	120	20	30	...
Lemon Cling.....	...	...	...	...	...	...	...	...
Mamie Ross.....	...	...	...	...	...	...	...	...
Mayflower.....	...	...	...	...	100	...	...	...
Mountain Rose.....	...	...	40	...	...	...	...	...
Muir.....	...	120	450	420	320	200	60	...
Munson Free.....	...	...	15	...	...	20	20	...
Munson Cling.....	...	...	...	...	...	...	...	...
Old M. Free.....	...	...	...	...	...	...	...	...
Octobal.....	...	...	...	30	50	40	...	...
Orange Cling.....	...	...	...	...	...	...	...	...
Phillips Cling.....	20	...	30	...	...	70	...	...
Ray.....	...	...	...	...	...	...	...	...
Rex.....	...	...	...	...	...	...	...	...
Salway.....	...	...	...	...	...	...	...	...
Sneed.....	310	140	240	360	320	140	100	50
Stinson's Oct.....	...	...	...	...	...	...	...	...
Tiebout.....	40	...	...	20	5	40	20	...
Tuskena (Tuscan) ..	5	...	20	70	...	30	20	...
Victor.....	...	...	...	...	270	240	55	...
Waddell.....	...	...	...	...	...	...	...	...

## PEACH TREES—On Peach. June Buds.

Peach Trees	On Peach.							
	June Buds 4 to 5 ft.	June Buds 4 to 5 ft.	June Buds 3 to 4 ft.	June Buds 3 to 4 ft.	June Buds 2 to 3 ft.	June Buds 18 to 24 in.	June Buds 12 to 18 in.	June Buds 6 to 12 in.
On Peach	9-16 to ¾	½ to 9-16	7-16 to ½	¾ to 7-16	...	...	...	...
June Buds	Pr M \$70	Pr M \$60	Pr M \$50	Per M \$35	Pr M \$25	Per M \$20	Per M \$15	Pr M \$12.50
Arp Beauty.....	...	...	...	...	...	320	200	...
Belle of Ga.....	...	...	...	...	...	...	...	...
Carman.....	...	1000	...	1000	...	...	...	...
Crawford's Early	...	...	...	...	...	...	...	100
Crawford's Late..	...	...	...	...	...	...	...	50
Champion.....	...	500	...	500	...	...	...	...
Elberta.....	...	...	...	...	...	...	...	...
Fitzgerald.....	...	...	...	...	...	440	160	...
Greensboro.....	...	...	...	...	...	1240	...	...
Hiley (Ea. Belle) ..	...	...	...	...	...	...	...	...
Lemon Cling.....	...	...	...	...	...	...	350	...
Lovell.....	170	240	740	1700	1700	660	500	...
Muir.....	100	240	1800	1600	1400	700	400	...
Mayflower.....	...	...	...	...	...	350	...	...
Orange Cling.....	...	...	250	200	...	400	50	...
O. M. Cling.....	230	1110	1090	3600	2300	1300	100	...
Phillips Cling.....	230	470	430	30	400	460	400	...
Salway.....	...	...	...	...	...	...	50	...
Triumph.....	...	...	...	...	...	...	...	...
Tuskena (Tuscan) ..	...	...	...	300	1040	400	250	50



## CHERRY TREES--Two Years. On Mahaleb.

	CIPHER.	Per 1000
1 inch & up, 5 to 7 feet, well bran'd.....	<i>Omen</i> .....	Sold
$\frac{3}{4}$ to 1 inch, $4\frac{1}{2}$ to 6 feet, well bran'd.....	<i>Object</i> .....	\$150 00
$\frac{5}{8}$ to $\frac{3}{4}$ , $4\frac{1}{2}$ to $5\frac{1}{2}$ feet, well bran'd.....	<i>Oblong</i> .....	125 00
9-16 to $\frac{3}{4}$ , 4 feet and up, well bran'd.....	<i>Octave</i> .....	100 00
$\frac{1}{2}$ to 9-16, $3\frac{1}{2}$ feet and up, well bran'd.....	<i>Office</i> .....	75 00
3 to 4 feet, branched.....	<i>Onward</i> .....	50 00
2 to 3 feet, more or less branched.....	<i>Order</i> .....	35 00
1 inch & up, $4\frac{1}{2}$ ft. & up, well bran'd.....	<i>Orygie</i> .....	Sold
$\frac{3}{4}$ to 1 in., 4 ft. and up, well bran'd.....	<i>Oblige</i> .....	\$150 00
$\frac{5}{8}$ to $\frac{3}{4}$ , 4 ft. and up, well bran'd.....	<i>Obscure</i> .....	125 00
9-16 to $\frac{3}{4}$ , $3\frac{1}{2}$ ft. and up, well bran'd.....	<i>Observe</i> .....	100 00
$\frac{1}{2}$ to 9-16, 3 ft. and up, well bran'd.....	<i>Obtain</i> .....	75 00
3 to 4 feet, branched.....	<i>Ocean</i> .....	50 00
2 to 3 feet, more or less branched.....	<i>Orbit</i> .....	35 00

Early Richmond,  
Dyehouse,  
Baldwin,

Montmorency,  
Suda  
English Morello.  
Wragg,  
Terry (Ea. Russ.),

## CHERRY TREES—One Year. On Mahaleb.

	CIPHER.	Per 1000
One year, 4 to 5 feet, $\frac{5}{8}$ to $\frac{3}{4}$ , well branched.....	<i>Picket</i> .....	\$160 00
One year, 3 to 4 feet, 9-16 to $\frac{3}{4}$ well branched.....	<i>Paling</i> .....	140 00
One year, $2\frac{1}{2}$ to 3 feet, $\frac{1}{2}$ to 9-16, well branched.....	<i>Panel</i> .....	100 00
One year, 2 to $2\frac{1}{2}$ feet, branched.....	<i>Parade</i> .....	85 00
One year, 1 to 2 feet, little if any branched.....	<i>Pastor</i> .....	65 00

Dyehouse  
Early Richmond

Large Montmorency

Royal Duke

Wragg

## ROSES==Field Grown. Budded.

We have ceased to grow Roses at Biloxi, as we find we can produce a much stronger, healthier plant at Huntsville. Those grown here, both root and top, are as fine as can be grown anywhere. We have a large stock this year and will make prices that will help introduce the Huntsville grown.

ROSES.	Rosette No. 1	Robust No. 1 $\frac{1}{2}$	Rocket No. 2
Field Grown.	Per M \$80	Per M \$65	Per M \$35
Very Fine.			

## HYBRID PERPETUALS.

Anna de Deisbach.....	---	---	---
Baroness Rothschild.....	---	---	---
Coquette des Alps.....	---	---	---
Gen. Jacqueminot.....	275	935	100
Gruss an Teplitz.....	---	---	---
Jubilee.....	---	80	20
Mar. P. Wilder.....	---	350	80
Magna Charta.....	360	---	15
Mad. Gab. Luizet.....	---	---	---
Marq. of Lorne.....	580	70	---
P. C. de Rohan.....	---	115	70
Paul Neyron.....	5770	1625	260
Frau Karl Druschki (Snow)	---	---	---
Queen.....	---	---	---
Ulrich Brunner.....	---	---	---

## MOSESSES.

Crested Moss.....	---	---	---
Henry Martin.....	---	---	---
Salet.....	---	50	---
White Bath.....	---	---	---

**BUDDED ROSES**—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 18 to 24 inches. The roots are very fine. We make a grade of Roses called No. 1 $\frac{1}{2}$ . This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1 $\frac{1}{2}$  we class as No. 2. We recommend them for transplanting.

See page 2 for special mention.

## HUNTSVILLE PECANS---One Year. Best Grafted Paper Shell Varieties.

PECANS, One Year	Port 4 to 5 feet	Pointed 3 to 4 feet	Pointer 2 to 3 feet	Polish 18 to 24 in.	Polite 12 to 19 in.
	PRICES ON APPLICATION				
Stuart.....	28	100	180	600	600
Ga. Giant.....	---	18	---	17	---
Moneymaker.....	---	---	---	50	50
Taylor.....	---	---	---	5	5
Pride of the Coast.....	---	20	---	50	50

Orders will not be accepted for less than \$5.00 worth of Pecans, unless included in an order for other trees.



## MAGNOLIA GRANDIFLORA.

	CIPHER	Per 100
Field Grown, 6 to 12 inches, one year.....	Master.....	\$10 00
Field Grown, 12 to 18 inches, one year.....	Marble.....	12 50
Field Grown, 18 to 24 inches, one year transplanted.....	Martin.....	15 00
Field Grown, 2 to 3 feet, two years transplanted.....	Manger.....	17 50
Field Grown, 3 to 4 feet, two years transplanted.....	Mallet.....	25 00

These Magnolias are fine, straight, smooth plants with good fibrous roots.

## 50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three-year-old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	Patent.....	\$35 00
Two and three years, 18 to 24 inches.....	Paddle.....	45 00
Two and three years, 2 to 3 feet.....	Pebble.....	50 00
Two and three years, 3 to 4 feet.....	Pellet.....	65 00
Two and three years, 4 to 5 feet.....	Pelleted.....	70 00

For grafted Pecans see Heikes-Biloxi Nurseries Co.

## HEIKES-BILOXI NURSERIES COMPANY, Biloxi, Mississippi.

Address all correspondence on business with these Nurseries to  
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxing and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

## PECANS--Best Grafted Varieties.

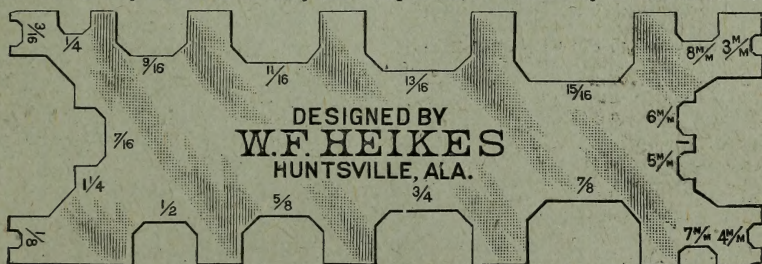
PECANS. One and Two Years.	Gallop 7 to 9 ft	Gamble 6 to 7 ft	Game 5 to 6 ft	Gang 4 to 5 ft	Gallon 3 to 4 ft	Gallie 2 to 3 ft	Gaston 18 to 24 in	Gaiter 12 to 18 in
	Pr M \$	Pr M \$	Pr M \$	Pr M \$	Pr M \$	Pr M \$	Pr M \$	Pr M \$

### PRICES ON APPLICATION

Stuart.....	40	20	123	272	....	....	700	700
Taylor.....	32	40	146	120	....	....	....	5
Van Deman.....	44	44	129	60	6	....	....	....
Fröscher.....	87	9	....	....	....	....	5	....
Pabst.....	67	139	295	320	116	....	....	....
Teche.....	17	28	80	52	....	....	....	....
Russell.....	4	7	16	28	....	....	....	....
Columbian.....	....	....	2	....	....	....	....	4
Schley.....	....	....	....	....	....	....	....	....
Moneymaker.....	....	....	....	....	....	....	....	....
Georgia Giant.....	3	48	75	20	2	....	2	1
Curett.....	....	7	10	15	....	....	3	....
Nelson.....	....	....	2	9	9	....	7	2
Pride of the Coast.....	....	....	....	....	....	....	....	....

## NURSERYMEN'S CALIPER-- $\frac{2}{3}$ SIZE.

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to





## Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

**RATES.**—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

**SEASON.**—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

**SHIPPING DIRECTIONS.**—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

**RELEASE.**—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

**PACKAGES.**—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

**PACKING.**—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

**ASSORTMENTS.**—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

**CAUTION.**—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

**TERMS.**—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

**FORMS OF PAYMENT.**—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

**GRADES.**—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

**GARANTEE OF GENUINENESS.**—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

**ACCEPTANCE.**—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.